



MEMORIAL REGIONAL HOSPITAL ▪ MEMORIAL REGIONAL HOSPITAL SOUTH ▪ JOE DIMAGGIO ♥ CHILDREN'S HOSPITAL
MEMORIAL HOSPITAL WEST ▪ MEMORIAL HOSPITAL MIRAMAR ▪ MEMORIAL HOSPITAL PEMBROKE

November 19, 2012

Mr. Jason L. Unger
Gray Robinson, PA
301 S. Bronough Street, Ste 600
Tallahassee, FL 32301

Dear Mr. Unger,

As Memorial Healthcare System (MHS) continues the journey to preserve community-based health care and provide high-quality patient care in South Broward, we face many Federal, State and local challenges. These challenges have drastically impacted our budget in the past few years, and will continue to impact all aspects of our operations in the future. As you are aware, these challenges include the implementation of the Affordable Care Act and federal budget cuts, State Medicaid reimbursement changes and the move to Medicaid Managed Care, and the impact of local tax related issues. All of these things combined have forced our system to make some tough financial decisions that impact all divisions of our business.

In order to ensure that we maintain a healthy financial status in the future, we have implemented a series of budget cuts to all departments throughout the system. As of January 1, 2013, we will be reducing fees to our consultants. If you should choose to continue to represent MHS, the new monthly fee paid to you will be \$2,500.00.

These changes are part of our efforts to ensure Memorial will continue to be a beacon of excellence as a healthcare provider and as an employer for generations to come. Understanding that you may have some concerns, I will be happy to discuss these changes with you further, or answer any of your questions.

Sincerely,

A handwritten signature in dark ink, appearing to read 'John A. Benz', is written over a horizontal dotted line.

John A. Benz
Senior Vice President & Chief Strategic Officer

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TALLAHASSEE
TAMPA

February 10, 2014

John A. Benz
Senior Vice President and Chief Strategic Officer
Memorial Healthcare System
3501 Johnson Street
Hollywood, FL 33021

Re: 2014 Lobbying Representation

Dear Mr. Benz:

The Florida Legislature's Joint Legislative Auditing Committee has just issued guidelines on the application of the Executive and Legislative branch lobbying registrations and reporting of fees and costs. Based upon our previous agreement with the South Florida Hospital District, our representation will include providing Executive and Legislative branch lobbying services. This representation is solely confined to lobbying services and does not include legal services which may be contracted for separately at your discretion. Per our agreement, the monthly fee for this scope of work is \$2,500.00 plus costs, and continues unless terminated by either party with 30 days' notice. GrayRobinson will report 80% of our fees and reimbursements as Legislative Branch lobbying fees and cost, and 20% as Executive Branch lobbying fees and costs. All payments are subject to public disclosure per Florida Statute.

Thank you for your continued confidence in GrayRobinson.

Sincerely,


Jason L. Unger

JLU/tmb